

Message Text

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ACTION COME-00

INFO OCT-01 EUR-12 NEA-10 ISO-00 EB-08 /031 W
-----097533 151435Z /46

R 151210Z AUG 78
FM USINT BAGHDAD
TO SECSTATE WASHDC 6606
INFO AMEMBASSY ATHENS
AMCONSUL DHARAN
AMEMBASSY JIDDA
AMEMBASSY MANAMA
USLO RIYADH

UNCLAS SECTION 1 OF 2 BAGHDAD 1702

ATHENS FOR RTDO

E.O. 11652: N/A
TAGS: BEXP, IZ
SUBJECT: MAR 1979 HEALTH CARE INDUSTRIES SPECIALIZED TRADE MISSION

REF: (A) STATE 159375 (NOTAL), (B) JIDDA 5554 (NOTAL)

1. USINT WELCOMES MISSION (SUBJECT TO SPECIFIC RESERVATIONS WHICH ARE BEING SENT SEPTTEL). THE FOLLOWING REPORT IS KEYED TO THE ALPHABETIZED POINTS RAISED IN REF A. DETAILED IMPORT STATISTICS BEING FORWARDED BY SEPAIR.

A. MISSION SHOULD VISIT BAGHDAD ONLY. USINT ESTIMATES THREE FULL WORKING DAYS WILL BE REQUIRED IF BROAD PRODUCT RANGE IS REPRESENTED IN MISSION.

B. PRODUCTS AND SALEABILITY PROSPECTS: GOI ENDEAVORS TO PROVIDE HEALTH SERVICES TO ALL RESIDENTS FREE OF CHARGE. A NOMINAL FEE IS CHARGED FOR SERVICES OF SPECIALISTS.

THERE IS A DUAL TREND IN THE GOVERNMENT'S PLAN FOR
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HEALTH SERVICES: TO PROVIDE BASIC HEALTH FACILITIES FOR ITS 12.2 MILLION POPULATION AND TO RAISE THE LEVEL OF SPECIALIZED HEALTH TREATMENT. THE GOVERNMENT'S EFFORTS ARE INHIBITED MORE BY MANPOWER THAN FINANCIAL CONSIDERATIONS. NOT ENOUGH MEDICAL PERSONNEL ARE AVAILABLE AND RECENT PRESS REPORTS CLAIMED THAT 3,500 DOCTORS, NURSES AND TECHNICIANS ARE TO BE HIRED FROM

OTHER DEVELOPING COUNTRIES. THIS INDICATES A GROWING REQUIREMENT FOR SOPHISTICATED, AUTOMATED DIAGNOSTIC AND PATIENT-CARE EQUIPMENT. GOI POLICY IN THE RECENT PAST HAS BEEN TO IMPORT ITEMS FROM THE U.S. ONLY IF SUITABLE EQUIPMENT IS NOT AVAILABLE ELSEWHERE. USINT SUGGESTS THAT MISSION CONSIST OF COMPANIES OFFERING ULTRA-MODERN EQUIPMENT. SUCH A MISSION WILL LIKELY GET A BETTER RECEPTION BECAUSE OF LIMITED ACCESS OF LOCAL DOCTORS TO INFORMATION ON LATEST DEVELOPMENTS IN HEALTH CARE EQUIPMENT. USINT SUGGESTS THAT MISSION PROCUREMENT CONCENTRATE ON DIAGNOSTIC, SURGICAL AND THERAPEUTIC EQUIPMENT AND INSTRUMENTATION, SPECIALIZED ELECTROMEDICAL AND ELECTROTHERAPEUTIC APPARATUS, NUCLEAR MEDICAL INSTRUMENTS AND "CLEAN" ROOMS.

C. IMPORTS (U.S. SHARE IN PARENTHESES):

1976 DOLS 11.8 MILLION (12.4 PERCENT, 1975 DOLS 8.9 MILLION (5.6 PERCENT), AND 1974 DOLS 3.9 MILLION (10.6 PERCENT). LOCAL PRODUCTION IS RESTRICTED TO SPECTACLE FRAMES. CONSUMPTION FIGURES NOT AVAILABLE.

D. ALMOST ALL HEALTH CARE EQUIPMENT IMPORTED IS FOR USE IN GOVERNMENT INSTITUTIONS AND THEREFORE EXEMPT FROM IMPORT DUTIES WHICH ARE NORMALLY 10-15 PERCENT. THE ONLY COUNTRIES THAT ENJOY CUSTOMS EXEMPTIONS IN IRAQ UNCLASSIFIED

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ARE MEMBERS OF THE ARAB COMMON MARKET WHICH ARE NOT SIGNIFICANT COMPETITORS IN HEALTH CARE SECTOR. ALL IMPORTS REQUIRE LICENSES, BUT THIS SHOULD NOT POSE PROBLEMS AS EACH MINISTRY IS GIVEN A LUMP SUM ANNUAL ALLOCATION FOR ITS IMPORTS.

E. MAJOR FOREIGN COMPETITION IS FROM BRITAIN, WEST GERMANY, AUSTRIA, JAPAN AND HUNGARY (LATTER ONLY FOR X-RAY EQUIPMENT).

F. THERE ARE NO LOCAL HOLIDAYS DURING MARCH 1979 NOR ARE ANY PROMOTIONAL EVENTS SCHEDULED.

G. THE 45 BILLION DOLLAR 1976-80 FIVE-YEAR NATIONAL DEVELOPMENT PLAN CALLS FOR CONCENTRATION ON DEVELOPMENT OF INFRA-STRUCTURE AND RURAL SERVICES, INTER ALIA. IN 1976, IRAQI HOSPITALS HAD 22,670 BEDS. GOI'S DECLARED TARGET IS 80,000 BEDS BY 1980. THERE IS ALSO A VERTICAL EXPANSION IN MEDICAL SERVICES. THE LAST FEW YEARS HAS SEEN THE ESTABLISHMENT IN BAGHDAD OF A NUMBER OF SPECIALIZED HOSPITALS FOR TREATMENT OF CARDIO-VASCULAR AND RENAL DISEASES AND CANCER

CASES. FOR THE FIRST TIME, IN 1977, FOR XAMPLE, IT WAS DECIDED TO PROVIDE ALL GOVERNMENT HOSPITALS WITH KIDNEY DIALYSIS EQUIPMENT. BAGHDAD'S MEDICAL CITY HOSPITAL IS AMONG THE MAJOR MEDICAL INSTITUTIONS IN THE MIDDLE EAST. OPENED IN 1970 WITH 1,350 BEDS, IT IS NOW BEING EXPANDED TO INCLUDE A 650-BED SURGICAL SECTION, A 250-BED INTENSIVE-CARE NURSING SECTION AND A 200-BED PEDIATRIC SECTION. BY THE YEAR 2005, THIS TEACHING HOSPITAL IS EXPECTED TO HAVE TRAINING FACILITIES FOR 8,000 MEDICAL STUDENTS.

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R 151210Z AUG 78
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INFO AMEMBASSY ATHENS
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UNCLAS SECTION 2 OF 2 BAGHDAD 1702

ATHENS FOR RTDO

H. ALL IRAQI MEDICAL PROJECTS ARE FINANCED BY THE GOVERNMENT.

I. NO U.S. FIRMS RELATED TO MISSION GOODS AND SERVICES HAVE OFFICES IN IRAQ.

2. VISA REQUIREMENTS: VISAS ARE REQUIRED FOR ALL MISSION MEMBERS. COMMERCE SHOULD INSIST THAT THERE BE NO LAST MINUTE CHANGES. SUBSTITUTIONS OF REPRESENTATIVES MUST BE CONSIDERED WITHDRAWAL FROM MISSION VISIT TO IRAQ. COMMERCE SHOULD ALSO POINT OUT PREFERENCE OF IRAQI GOVERNMENT TO RECEIVE MISSION MEMBERS OF SAME NATIONALITY AS THE SPONSORING COUNTRY. USINT REQUIRES NAMES AND PASSPORT DATA OF MEMBERS ABOUT TWO MONTHS BEFORE ARRIVAL TO PERMIT IRAQI FOREIGN MINISTRY TO AUTHORIZE VISAS.

3. HOTELS: IT SHOULD BE POSSIBLE TO ARRANGE SINGLE

ROOMS UNLESS THERE IS A MAJOR CONFERENCE
IN BAGHDAD DURING THE VISIT. COST PER SINGLE IS
APPROXIMATELY 35 DOLLARS. USINT SUGGESTS THAT SUITE
FOR MISSION DIRECTOR ALSO BE USED AS BIC.
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APPROXIMATE COST OF SUITE IS 75 DOLLARS.

4. MOST APPOINTMENTS WILL BE IN ENGLISH. ARABIC-ENGLISH
BILINGUAL BROCHURES ARE PREFERRED, BUT NOT ESSENTIAL.
USDOC SHOULD PRINT BROCHURES IN U.S. OR ATHENS.
INTERPRETERS, WHEN REQUIRED, WILL BE PROVIDED BY USINT.

5. PHOTOGRAPHS OF MISSION ACTIVITIES ARE NOT
RECOMMENDED.

6. BASED ON PAST EXPERIENCE, WE SUGGEST RECEPTION BE
HELD IN HOTEL. APPROXIMATE COST 1,500 DOLLARS.

7. MISCELLANEOUS: A BIC RECEPTIONIST/SECRETARY IS
RECOMMENDED AND WILL COST 150 DOLLARS. SIX HUNDRED
DOLLARS SHOULD BE PROVIDED FOR FSL OVERTIME. LOCAL
PRINTING (INVITATIONS, ETC) WILL COST ABOUT 200 DOLLARS
AND MISSION DIRECTOR'S SHARE OF TRANSPORTATION CHARGES
100 DOLLARS.
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